

Message Text

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TO AMEMBASSY LAGOS

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E.O. 11652:GDS

TAGS: BENC, BTRA, EAGR, ENRG, TECH, NI

SUBJECT: BECHTEL VISIT TO LAGOS, DECEMBER 8-17

REF: LAGOS 13278

1. DAVE GOERZ OF BECHTEL, SAN FRANCISCO AND FRED NOONAN, BECHTEL WASHINGTON REPRESENTATIVE VISITED AF/W FOR GENERAL DISCUSSION OF FIRM'S INTERESTS IN NIGERIA AND TO INFORM OF FORTHCOMING VISIT TO LAGOS, DECEMBER 8-17 BY GOERZ, ROD CAMONERN, JOLLY DWYER, AND BILLPARTRIDGE,ALL OF BECHTEL.

2. GOERZ RENEWED HIS DISPLEASURE AT USGS HOLDING DISCUSSIONS WITH EBONG WITH VIEW TO CONTRACTING FOR SERVICES THAT PRIVATE AMERICAN FIRMS (LIKE BECHTEL) CAN PROVIDE. HE BELIEVES A CDA/USGS CONTRACT FOR PRELIMINARY WORK IS DETRIMENTAL TO BECHTEL INTERESTS IN OBTAINING A SUPERVISORY PLANNING CONTRACT. BECHTEL ATTEMPTING MEET WITH EBONG THIS WEEK BUT BELIEVES POSSIBILITY SUCH MEETING DOUBTFUL IN VIEW EBONG'S STATED WISH NOT TO RECEIVE U.S. COMPANY REPRESENTATIVE
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SENTATIVES WHILE HERE.

3. GOERZ WAS EQUALLY DISAPPOINTED BY SEEMINGLY DISMAL PROSPECTS FOR U.S. PARTICIPATION IN NIGERIAN NUCLEAR POWER PLANT CONSTRUCTION. HE WAS BRIEFED ON USG ATTITUDE TOWARD SALE OF NUCLEAR REACTOR AND WAS URGED TO PURSUE MATTER WITH APPROPRIATE FMG OFFICIALS IN LAGOS. (QUESTIONS POSED REFTEL BEING ANSWERED BY SEPTTEL).

4. ON CONFIDENTIAL BASIS, GOERZ SAID BECHTEL BEING CONSIDERED FOR SUPERVISORY MANAGEMENT ALL THREE SEGMENTS PETROLEUM PIPELINE CONSTRUCTION. TEAM PLANS TO TAKE UP THIS MATTER WITH MINPETROLEUM RESOURCES WHILE IN LAGOS.

5. MISCELLANEOUS: BECHTEL WILL MEET WITH MIN INDUSTRIES TO DISCUSS POSSIBLE PARTICIPATION IN CONSTRUCTION OF PETRO-CHEMICAL COMPLEX, WITH MIN AGRICULTURE TO DISCUSS POTENTIAL LAND DEVELOPMENT PROJECT, AND WITH CDA AND MIN WATER RESOURCES. (NO DETAILS AVAILABLE). GOERZ STATED THAT KADUNA OIL REFINERY AWARDED TO DUTCH FIRM. EKO HOTEL WILL OPEN OFFICIALLY DECEMBER 22.

6. BECHTEL DID NOT RPT NOT MENTION STATUS OF INVITATION BY JODA AND OTHER PERMSECS TO NEGOTIATE JOINT VENTURE CONSTRUCTION COMPANY. IS EMBASSY AWARE OF HOW US COMPANIES STAND IN COMPETITION WITH THEIR UK, EUROPEAN, AND BRAZILIAN COUNTERPARTS? KISSINGER

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